

United Internet: Key figures 2017/2018

Financial Key Figures ¹⁾

Group (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Q4 2018 (IFRS 15)	Change Q4 18 vs. Q4 17
Sales	4,206.3	5,130.8	22.0%	952.7	1,001.4	1,054.1	1,198.1	1,270.7	1,278.2	1,267.0	1,314.9	9.7%
operative EBITDA ^(2,3)	979.6	1,201.3	22.6%	213.0	216.9	254.2	295.5	278.3	287.2	309.1	326.7	10.6%
operative EBIT ^(2,3,8)	704.0	811.0	15.2%	165.9	159.4	185.9	192.8	182.9	190.9	209.0	228.2	18.4%
Segment "Consumer Access" (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Q4 2018 (IFRS 15)	Change Q4 18 vs. Q4 17
Sales	2,781.6	3,628.7	30.5%	619.4	647.0	709.3	805.9	898.3	907.4	893.2	929.8	15.4%
operative EBITDA ⁽⁵⁾	541.2	719.3	32.9%	109.0	106.5	146.4	179.3	165.3	174.9	181.6	197.5	10.2%
operative EBIT ⁽⁵⁾	471.4	560.6	18.9%	106.3	101.8	131.2	132.1	124.8	134.7	141.6	159.5	20.7%
Segment "Business Access" (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Q4 2018 (IFRS 15)	Change Q4 18 vs. Q4 17
Sales ⁽⁶⁾	447.9	465.9	4.0%	114.9	107.6	103.3	122.0	110.1	112.1	112.4	131.3	7.6%
operative EBITDA ⁽⁶⁾	81.5	72.6	-10.9%	24.7	19.8	17.7	19.4	12.1	13.6	17.9	29.0	49.5%
operative EBIT ⁽⁶⁾	-40.2	-58.1		-6.4	-10.1	-12.6	-11.1	-19.2	-18.6	-14.7	-5.6	
Segment "Consumer Applications" (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Q4 2018 (IFRS 15)	Change Q4 18 vs. Q4 17
Sales	284.2	274.2	-3.5%	66.1	68.3	67.4	82.4	72.0	68.2	63.7	70.3	-14.7%
operative EBITDA	124.0	112.8	-9.0%	28.9	29.1	26.8	39.2	27.5	27.0	25.4	32.9	-16.1%
operative EBIT	112.1	100.8	-10.1%	25.9	26.1	23.9	36.2	24.0	24.3	22.5	30.0	-17.1%
Segment "Business Applications" (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Q4 2018 (IFRS 15)	Change Q4 18 vs. Q4 17
Sales	762.1	841.8	10.5%	164.4	197.2	195.5	205.0	209.4	209.9	215.4	207.1	1.0%
operative EBITDA ⁽⁷⁾	247.3	290.4	17.4%	52.9	65.3	75.6	61.0	74.7	74.2	85.0	56.5	-7.4%
operative EBIT ^(7,8)	175.4	202.1	15.2%	42.5	45.4	48.3	39.3	54.6	52.8	61.0	33.7	-14.2%

¹⁾ After deconsolidation of affilinet in 2017; prior-year figures adjusted; EBIT 2017 adjusted after purchase price allocation ProfitBricks

²⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -8.1 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.8 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -7.3 million)

Q4/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -20.5 million)

FY18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -41.7 million)

³⁾ Q3/17: without special items from revaluation of Drillisch shares (EUR +303.0 million), revaluation of ProfitBricks shares (EUR +16.1 million), M&A transaction costs (EUR -15.2 million)

Q4/17: without special items from M&A transaction costs (EUR -1.9 million) and restructuring costs for offline sales (EUR -28.3 million)

FY17: without special items from revaluation of Drillisch shares (EUR +303.0 million), revaluation of ProfitBricks shares (EUR +16.1 million), M&A transaction costs (EUR -17.1 million) and restructuring costs for offline sales (EUR -28.3 million)

⁴⁾ Q4/17: without trademark writedowns Strato (EBIT effect: EUR -20.7 million)

⁵⁾ Q3/17: without special items from revaluation of Drillisch shares (EUR +303.0 million)

Q4/17: special item from restructuring costs for offline sales (EUR -28.3 million)

Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.0 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.7 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -4.7 million)

Q4/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -12.7 million)

FY18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -25.1 million)

⁶⁾ Reallocation of the mass market business from 1&1 Versatel GmbH as of May 1, 2017 in Consumer Access

⁷⁾ Q3/17: without special items from revaluation of ProfitBricks shares (EUR +16.1 million) and internally allocated M&A costs (EUR -8.7 million)

Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.6 million)

Q4/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -7.8 million)

FY18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -16.6 million)

⁸⁾ Q4/17: without trademark writedowns Strato (EBIT effect: EUR -20.7 million)

Customer figures

Development of customer contracts (in million)	31.12.2017	31.12.2018	Change yoy	31.03.2018	30.06.2018	30.09.2018	31.12.2018	Change Q4 vs. Q3
Total customers, subscription based ⁽¹⁾	22.57	23.85	+ 1.28	22.87	23.10	23.58	23.85	+ 0.27
Consumer Access, total contracts ⁽¹⁾	12.57	13.54	+ 0.97	12.84	13.04	13.26	13.54	+ 0.28
of which Mobile Internet	8.30	9.20	+ 0.90	8.54	8.73	8.93	9.20	+ 0.27
of which broadband products ⁽¹⁾	4.27	4.34	+ 0.07	4.30	4.31	4.33	4.34	+ 0.01
Business Applications, total contracts ^(2, 4)	7.76	8.06	+ 0.30	7.79	7.81	8.07	8.06	- 0.01
Consumer Applications, total accounts ^(3, 4)	37.91	39.25	+ 1.34	38.51	38.31	38.42	39.25	+ 0.83
of which Premium Mail Subscription ⁽³⁾	1.56	1.54	- 0.02	1.54	1.54	1.53	1.54	+ 0.01
of which Value Added Subscription ^(3, 4)	0.68	0.71	+ 0.03	0.70	0.71	0.72	0.71	- 0.01
of which free accounts ⁽³⁾	35.67	37.00	+ 1.33	36.27	36.06	36.17	37.00	+ 0.83

¹⁾ After an adjustment by 0.07 million DSL contracts from two expiring businesses as of December 31, 2018; the comparative figure for the previous period was adjusted accordingly so that the adjustment has no impact on the net change

²⁾ Additional 250,000 contracts from the acquisition of World4You in Q3 2018

³⁾ After reclassification of 250,000 customer relationships (110,000 accounts with Premium-Mail-Subscription and 140,000 accounts with Value-added Subscription) from contract inventory to free accounts as of March 31, 2018; the comparative figures for the previous periods have been restated accordingly so that the adjustment has no impact on the net change

⁴⁾ After reclassification of 260,000 customer relationships from the Business Applications contract inventory to Consumer Applications contract inventory (Value-Added subscription) as of December 31, 2018; the comparative figures of previous periods have been restated accordingly so that the adjustment has no impact on the net change

Pro forma financial key figures

Group (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q4 2017 (IAS 18)	Q4 2018 (IFRS 15)	Change
Sales, reported	4,206.3	5,130.8	22.0%	1,198.1	1,314.9	9.7%
Pro forma sales Strato/Drillisch	454.3					
Sales pro forma	4,660.6	5,130.8	10.1%	1,198.1	1,314.9	9.7%
thereof conversion effects from IFRS 15		283.2			70.2	
EBITDA, reported	979.6	1,201.3	22.6%	295.5	326.7	10.6%
Pro forma EBITDA Strato/Drillisch	107.5					
EBITDA pro forma	1,087.1	1,201.3	10.5%	295.5	326.7	10.6%
thereof conversion effects from IFRS 15		286.8			65.7	
thereof increased use of smartphones for new and existing customers		-268.1			-69.1	

Segment "Consumer Access" (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q4 2017 (IAS 18)	Q4 2018 (IFRS 15)	Change
Sales, reported	2,781.6	3,628.7	30.5%	805.9	929.8	15.4%
Pro forma sales Drillisch	421.5					
Sales pro forma	3,203.1	3,628.7	13.3%	805.9	929.8	15.4%
thereof conversion effects from IFRS 15		277.6			75.4	
EBITDA, reported	541.2	719.3	32.9%	179.3	197.5	10.2%
Pro forma EBITDA Drillisch	99.5					
EBITDA pro forma	640.7	719.3	12.3%	179.3	197.5	10.2%
thereof conversion effects from IFRS 15		268.1			69.1	
thereof increased use of smartphones for new and existing customers		-268.1			-69.1	

Segment "Business Applications" (in € million)	2017 (IAS 18)	2018 (IFRS 15)	Change	Q4 2017 (IAS 18)	Q4 2018 (IFRS 15)	Change
Sales, reported	762.1	841.8	10.5%	205.0	207.1	1.0%
Pro forma sales Strato	32.8					
Sales pro forma	794.9	841.8	5.9%	205.0	207.1	1.0%
thereof conversion effects from IFRS 15		2.8			-7.7	
EBITDA, reported	247.3	290.4	17.4%	61.0	56.5	-7.4%
Pro forma EBITDA Strato	8.0					
EBITDA pro forma	255.3	290.4	13.7%	61.0	56.5	-7.4%
thereof conversion effects from IFRS 15		7.0			-7.5	

There is no pro forma reporting for "Business Access" and "Consumer Applications" segment as there are no pro-forma adjustments for these segments